



Our more than 67,000 employees, physicians and caregivers across North America are connected through one unifying purpose: the patients who entrust us with their care. Whether leading the evolution of home dialysis or value based care, we are driven by our shared commitment to improve the lives of people living with kidney disease by creating the next generation of renal care for tomorrow and beyond.

We embrace innovation across our network of dialysis centers, outpatient cardiac and vascular labs, and specialty pharmacy and laboratory services. We manufacture and distribute a comprehensive line of dialysis equipment, disposable products and renal pharmaceuticals. The scope and sophistication of our vertically integrated network provide us with seamless oversight of our patients' needs.

We have an unmatched capacity to analyze immense amounts of clinical data from within our own care ecosystem, maintaining a world-class research network. The ability to champion data-driven care innovations remains one of the company's key competitive advantages, informing every aspect of patient care and experience, quality improvement programs, coordinated care delivery and care integration.

## MISSION

To deliver superior care that improves the quality of life of every patient, every day, setting the standard by which others in the healthcare industry are judged.

## VISION

To be the leader and partner of choice in managing care in a value based system, we must continuously create clinical value for our patients and payors that translates to economic value for all of us.

## VALUES



### Collaboration

*We team up.*  
We work together to accomplish more than what is possible individually.



### Proactive

*We get things done.*  
We see opportunities where others don't and challenge the status quo with a **no-limits mindset**.



### Reliable

*We do what we say.*  
We put **patients and partners first** and consistently deliver exceptional service. We act with **honesty and integrity** and never compromise safety, **quality** and the health of our patients.



### Excellent

*We exceed expectations.*  
We are **results oriented** and use best practices. We suggest ideas on how to improve and **innovate**.

## PATIENT EXPERIENCE PROMISE

We promise to deliver safe, high-quality, reliable, personalized care with empathy, compassion and respect.

**FRESENIUS MEDICAL CARE NORTH AMERICA FAST FACTS**



**2,400+**  
dialysis centers



**260+**  
research sites



**67K+**  
employees



**200K+**  
dialysis patients



**135K**  
hemodialysis machines in operation



**24K+**  
home dialysis patients



**25M+**  
hemodialysis treatments per year



**68**  
vascular ambulatory surgery centers



**26**  
catheterization lab partnerships



**50K+**  
patients in value based care programs

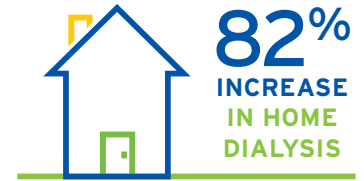
## KIDNEY DISEASE FAST FACTS (U.S.)

- 1 in 7 adults, or 30 million people, have chronic kidney disease.
- 96% of people with reduced kidney function do not even know it.
- Mortality rates for people living with kidney failure declined 28% between 2001 and 2015.
- 84,000 people are waiting for a kidney transplant while 200,000 are currently living with a transplant.
- Diabetes and high blood pressure are the leading causes of kidney failure.

†Sources: U.S. Renal Data System (USRDS), Centers for Disease Control and Prevention (CDC), U.S. Health Resources & Services Administration

## DIALYSIS FAST FACTS (U.S.)

- 1 in 3 people starting dialysis did not see a kidney doctor before diagnosis.
- 500,000 people are receiving life-sustaining dialysis treatment.
- Cardiovascular disease is prevalent in 70% of patients receiving hemodialysis.
- 12% of patients currently administer dialysis at home.
- Home dialysis has increased 82% since 2007.†



## FRESENIUS MEDICAL CARE NORTH AMERICA BUSINESS UNITS



A network of outpatient vascular and ambulatory surgical centers specializing in minimally invasive techniques.



A pharmacy focused on renal medications that helps patients impacted by kidney disease by playing an integral role in their coordinated care team.



The leading provider of renal-specific laboratory services, using state-of-the-art equipment, automated specimen processing and reporting applications.



The world's only contract clinical research services provider dedicated exclusively to improving the lives of people living with kidney disease.



The largest outpatient cardiovascular company in the U.S. with a mission to provide superior quality healthcare services.



A group dedicated to developing and providing intuitive software tools that assist nephrologists in the practice of medicine.



A leader in care management centered around assuming responsibility for the cost, quality and outcomes for our patients' care.



A highly developed and specialized team with expertise in computational biomedicine, exploratory clinical and biomedical research, and data analytics.



A team providing nephrology practice growth and management services that include technology solutions and physician recruitment.



A team of nurses, dietitians, patient care technicians, social workers and financial coordinators working at more than 2,400 dialysis centers to help people with chronic kidney disease lead fuller, more active lives.



The Renal Technologies and Renal Pharmaceuticals divisions deliver hemodialysis and peritoneal dialysis equipment, ancillary products and renal pharmaceuticals.



This network of healthcare clinics provides exceptional urgent care and occupational health services for adults and children.

"We are the only company in our industry bringing together our expertise in patient care with the development of industry-leading technologies, products and services. We take great pride in the superior care we give to our patients and the best-in-class service we provide to our customers."



**BILL VALLE**  
CEO

Fresenius Medical Care  
North America